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Specifying it to be used in all Army and Navy Bedding.

Official tests demonstrate that it is not only comfortable and durable for bedding purposes, but also that there is in the fibre cells a peculiar oil, absolutely preventing insect life.

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Double Bound Mattress	-	-	\$8.00
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Single Mattress	-	-	\$6.00

Coyne Furniture Co., Ltd.
YOUNG BLDG.

CLEARANCE SALE OF CHOICE BOOKS

We have purchased the stock of books, good will and agencies of Wm. C. Lyon & Co., Boston Building. Mr. Lyons has removed to the mainland. To reduce stock and make room for new books on the way we are offering some very rare bargains for the month of May. Come early and see what we have.

In ordering please let us figure. We make a specialty of Library business, and can furnish any books wanted at Eastern prices.

E. HERRICK BROWN & CO.

Room 208, Boston Building.

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P. O. Box 400.

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MAKE THE OLD LOOK LIKE NEW.

Your upholstered furniture—the pieces you prize most highly on account of the associations they recall—can be made to look beautiful and to be serviceable. You should have the frames repaired and repolished, that is all of the wood that shows after the piece is upholstered. Then let us reupholster the pieces.

We have just received a fine lot of upholstery goods as follows:

TAPESTRIES—Art goods and new effects, and fine reproductions of old-time tapestries, the latter being patterns and colorings suitable for use on antiques and colonial furniture.

BROCATS,
SILK DAMASKS,
VELVETS AND PLUSHES.

We guarantee all of our work to be first-class in every particular. Our upholsterers are Europeans who have been at their trade from boyhood. We do no shoddy work and have no boy labor. Estimates cheerfully given on upholstery work, cushion work, etc., and work turned out promptly.

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Cloth and Paper Screens, Embroidered Silk Crepe, Grass Linen and Lawn Shirt Waist Patterns, Carved Tables, various sizes; Satsuma, Sandalwood Fans.

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Nuuanu Street, Above Hotel Street.

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Little Gem Ice Picks, Nickel Plated, 10c each.

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TAKE THE ELEVATOR.

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J. ABADIE - - - Proprietor

Ladies' and Gents' Washing Done First-class.
Gloves and Ostrich Feathers.
Wool and Silk Made Cleaner by a New French Process.
Charges reasonable. Give us a trial.

258 BERETANIA STREET

TRADE FOLLOWS CHRISTIANITY

How American Commerce Is Benefited by the Missionaries.

(Advertiser Correspondence, Copyright by Frederic J. Haskin.)

TOKIO, April 23.—In any open port of the East one will find the Occidental society divided like ancient Gaul—into three parts. There are the commercial, the official, and the missionary circles, and the dealings between them are at arm's length. The missionary is more distinctly apart, but at the same time the other sections of Occidental society in the East recognize him as the potent factor in the development of the Orient. The late Charles Denby, long the American minister at Peking, declared that every dollar spent by American church people in support of Oriental missions was worth ten dollars in actual returns to the commerce of the United States. While the missionary is not a "drummer," and while extension of trade is the last thing he thinks of, the history of the Orient shows that trade always follows the cross.

The direct relation between the advance work of the missionaries and the concrete commercial profit which follows is not always easy to trace. In some instances, however, the benefit is direct. The government of Japan in furtherance of its South Manchurian Railway scheme went into the English money market and borrowed \$50,000,000. When the British found out that this money, borrowed in London, had been spent in the United States for railroad supplies, they kicked up a pretty row in the House of Commons. But there was nothing to be done about it, so the question was dropped. The reason why the Japanese government spent English money in the United States was due solely to the fact that the Japanese engineers in charge of the work had been educated in the United States at the expense of the American missionaries, and had there imbibed Yankee notions which made it impossible for them to build a railroad along any other than American lines. Therefore at one fell swoop American commerce reaped a direct return of \$50,000,000 from missionary effort.

The missionary outposts are the skirmish lines of the advancing army of civilization. That their mere presence means opening new territory to foreign influence, and hence a new market for foreign goods, no one can deny. It is interesting to study the methods by which these results are accomplished. For instance, one missionary came to Japan twenty-five years ago and went to live in a remote town in the interior. This man and his family could not buy the simplest articles for household use, as no European had ever lived in that section. The people came in to see the foreign house and its furniture just as they might crowd into a museum. They examined the queer foreign clothes with their curious buttons. They were filled with admiration when they gazed upon the metal washbasin in which the foreign barbarians washed their faces and hands. The first knowledge that came to the missionary that he was a "drummer" in disguise was when a delegation of prominent citizens waited upon him and requested him to send to one of the open ports and buy them some metal washbasins.

Then followed the demand for underclothing with buttons—which is one feature of Occidental dress quite generally adopted now, even in rural Japan. The handiness of a pocket-knife finally struck the Japanese, so that the missionary imported a supply of them. Within two years there was such a demand for foreign goods that he persuaded a Japanese merchant to open a foreign store. A stock was purchased at one of the ports and the store was opened. From that little beginning grew up one of the great trading companies of inland Japan, handling many thousands of dollars' worth of goods annually. Not all of this trade now goes abroad, for the company has two factories, one of which makes metal washbasins and such utensils, and the other spins and knits cotton underwear.

The conservatism of the Chinese is proverbial, but even they sometimes take kindly to an innovation. A missionary family in the interior managed to keep provided with a stock of condensed milk, brought in large quantities once or twice a year from the distant open port. Although the use of milk was unknown to the Chinese, the servants soon spread tales of its wonderful qualities. From time to time the missionary gave away some of the cans to his Chinese neighbors. The result was that a local merchant put in a stock of condensed milk, the first time in the history of the place that any foreign goods had been offered for sale. The business was good from the start, and in the course of time a big trading concern sent a man up to investigate the strange orders for condensed milk which came from a town hitherto unknown on commercial maps. The result was the establishment of a regular business in many lines of foreign wares, notwithstanding the almost insuperable difficulties of distance and transportation.

In Japan the missionary has been a successful furniture drummer without knowing it. The advantage of sitting on a chair appeals to the Japanese mind, although the sitting posture tires him dreadfully. But it is a fact that into whatever town the missionaries went, the demand for chairs and tables was created. It has now reached the stage that where-

ever there is a Christian community—that is, where the missionaries have been at work—almost every family not actually poverty stricken has at least one "foreign room" in the house. This room always has a carpet, a few chairs, a table and sometimes even a bed. The presence of these things means that the missionary created a demand by bringing the existence of common Western conveniences to the minds of the Japanese. At first these articles were all imported, but now most of them are made in this country, but with imported machinery.

The missionary in Japan has not only carried the "light" to the Japanese in a spiritual sense, but in the actual physical form of a kerosene lamp. The ancient lamp of Japan, a vessel filled with vegetable oil in which floated a rude wick, was fit only to show how dark it was. To read by it was to invite blindness. The missionaries, the first foreigners to get to the interior, carried kerosene and lamps with them. The practical advantage of this strong, clear light was instantly recognized by the people and they asked how they could have lamps, too. As a result, the kerosene lamp is almost as universal in rural Japan as it is in rural America, while in the cities it is everywhere. The Standard Oil Company has a tremendous business in Japan, as have also the Japanese oil concerns. This business undoubtedly would have followed the opening of Japan to foreign ideas, even if there had never been a missionary, but the fact that the missionary was twenty years in the interior before the foreign traders were permitted to go there, means that the immense business of today was built by twenty years sooner than it would have been, had there been no missions.

In China, where everybody wears cotton, there was no such thing as a cotton mill until a missionary built a small spinning mill to give employment and support to his band of Chinese students. Out of this beginning has grown a considerable number of spinning mills in China. Missionaries in the New Hebrides discovered the arrowroot of which the natives knew nothing, and the annual trade is now worth several hundred thousand dollars. How trade has penetrated into darkest Africa through the opening made by the great missionary Livingstone, is known to all the world. That the interior and remote reaches of China are being brought closer to the ports by traffic in foreign supplies, is directly due to the missionaries; for by their agency alone was the demand for foreign goods created in those inland places.

Trade follows the cross. That fact cannot be disputed, but at the same time the commercial set and the missionary set in any Oriental port have an entirely different point of view and are often at loggerheads on local questions. The missionaries in Japan, for instance, are nearly all so thoroughly pro-Japanese that they partake of the fanatic loyalty of the natives to themselves to the imperial government. The commercial foreigners in Japan, on the other hand, are almost unanimous in their criticism of Japanese methods and practices. It was the missionary influence which was largely responsible for the Revision of Treaties which in 1899 brought Japan into the "most favored nation" class. This revision was bitterly opposed by many of the commercial class.

But differ as they will, the missionary realizes and admits that commerce has given him the means to come to the land where he is working for the advancement of his holy cause, and that he owes much to the presence of the foreign commercial spirit. The business man, also, if he be fair, will confess that it was the missionary who first created the tiny demand for foreign trade upon which has been built the great superstructure of the import business of the Japan of today. And most business men in the East will say that the money spent on missions has been more than repaid in advantage to commerce, leaving out of the question the results in education, civilization and Christianity.

ONLY ONE BEST

Honolulu People Give Credit Where Credit is Due.

People of Honolulu who suffer with sick kidneys and bad backs want a kidney remedy that can be depended upon. The best is Doan's Backache Kidney Pills, a medicine for the kidneys only, made from pure roots and herbs, and the only one that is backed by cures in Honolulu. Here's Honolulu testimony:

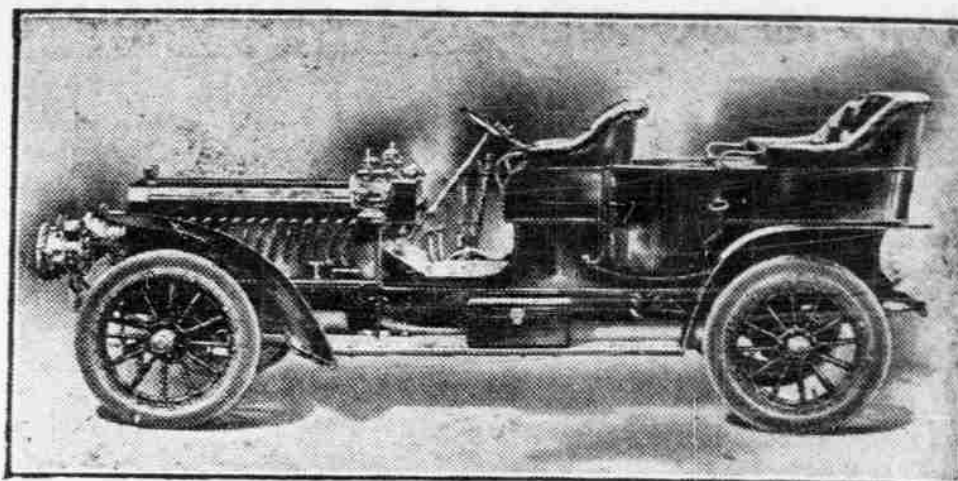
H. S. Swinton, Honolulu, says: "I was a long sufferer from backache, having been afflicted with it for twelve years. Taking this as a symptom of kidney trouble, and seeing Doan's Backache Kidney Pills advertised as being good for complaints such as mine, I procured some of them at the Hollister Drug Co.'s store. I found upon taking them that they were doing me good, and was thereby encouraged to keep on until now I am cured of the backache. The merits of Doan's Backache Kidney Pills have been strikingly shown in my case, and I recommend them to other sufferers."

Doan's Backache Kidney Pills are sold by all druggists and storekeepers at 50 cents per box (six boxes for \$2.50), or will be mailed on receipt of price by the Hollister Drug Co., Honolulu, wholesale agents for the Hawaiian Islands.

AUSTRALIAN NEWSPAPER MAN'S EXPERIENCE WITH DIARRHOEA.

Mr. S. G. Mathers, publisher of Chronicle, Normantown, Queensland, says: "Chamberlain's Colic, Cholera and Diarrhoea Remedy completely cured me of chronic dysentery from which I had suffered for years. I feel confident that this remedy also saved the life of my infant daughter, who when teething was severely attacked with diarrhoea and was given up by the doctors." For sale by Benson, Smith & Co., agents for H. L.

"Aw, I suppose you don't keep puppy biscuits in this benighted village?" "Oh, yes, sir, in a bag, or eat 'em 'ere sir?"—The Tatler.



(TELEGRAM)

BIG SIX

Stevens-Duryea Wins Fort George Hill Climb N. Y.

Time 37 3-2 seconds.

The BIG SIX Stevens-Duryea made the best time of the day for regular stock cars.

LIGHT SIX

Stevens-Duryea Model U, Repeats its victory of 1907, winning Event F.

The above event took place in the recent free-for-all class race in the Fort George Hill Climb, which is one of the regular events of the Spring Season.

The von Hamm-Young Co., Ltd

AGENTS.

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and other Family and Baker Flour. Also

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